

Message Text

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E.O. 11652: N/A

TAGS: OCON, BEXP, EEWT, XH

SUBJECT: EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICERS'
CONFERENCE, SEPTEMBER 27-30, 1976

REF: STATE 214653; STATE 221062

1. AS INDICATED IN STATE 221062, CONFERENCE ORGANIZERS
HAVE BEEN PUTTING TOGETHER A QUOTE SESSION ORGANIZATION
GUIDE END QUOTE FOR EACH SESSION TO ASSIST PANELISTS IN
THEIR PREPARATIONS FOR SUBJECT CONFERENCE.
2. EACH POINT SUGGESTED IN A GUIDE REMAINS A SUGGESTION
AND NO PANELIST COULD COVER ALL THE POINTS ADEQUATELY IN THE
BRIEF TIME ALLOTTED FOR HIS OR HER PRESENTATION. PANELISTS
SHOULD SELECT FROM THEIR OWN EXPERIENCES THE POINTS
WARRANTING PARTICULAR EMPHASIS AND PROMISING TO STIMULATE
THE GREATEST DISCUSSION.

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3. ACTION REQUESTED. PANELISTS ARE REQUESTED TO PREPARE A

BRIEF UNCLASSIFIED OUTLINE OR NARRATIVE DESCRIPTION OF THEIR PRESENTATIONS FOR SUBMISSION TO THEIR MODERATOR AS SOON AS PRACTICABLE AFTER ARRIVAL IN GARMISCH TO FACILITATE COORDINATION.

4. SESSION ORGANIZATION GUIDE FOR 1130-1230 HOURS, SEPTEMBER 30 FOLLOWS:

A. AGENDA ITEM: USE OF BILATERAL COMMISSIONS, JOINT COUNCILS AND OTHER ENTITIES IN SUPPORT OF U.S. TRADE AND INVESTMENT ACTIVITIES.

MODERATOR: DAVID EVANS, ASSISTANT DIRECTOR/CIEP

PANELISTS (NOT TO EXCEED 5 MINUTES EACH): CARL SCHMIDT, EUR/EE; ALTON JENKENS, EE/OEWCA/BEWT; HERTHA HEISS, USSR/OEWCA/BEWT; ROBERT MONTGOMERY, PRAGUE; RICHARD SCISSIONS, BUCHAREST

RAPPORTEUR: WILLIAM BLACK, SOFIA

B. OBJECTIVE OF SESSION:

-- TO ASSESS THE ROLE OF THE EXISTING JOINT COMMERCIAL COMMISSIONS, THE JOINT CHAMBER OF COMMERCE COUNCILS, AND THE COUNCILS FOR THE USSR AND THE PRC IN ACHIEVING U.S. OBJECTIVES.

-- TO EXAMINE EXISTING AND ANTICIPATED PROBLEMS CONCERNING STRUCTURE, EFFECTIVENESS, AGENDA DEVELOPMENT AND INCREASED OR DECREASED USE OF SUCH GROUPS.

-- TO EXPLORE WHETHER IT IS TIMELY TO SEEK FORMATION OF AMERICAN CHAMBERS OF COMMERCE IN THE COMMUNIST COUNTRIES.

C. POSSIBLE THRUST OF PANELISTS' PRESENTATIONS:

(1) PROGRESS OF AND OUTLOOK FOR EXISTING GOVERNMENTAL JOINT COMMISSIONS - PROBLEMS AND OUTLOOK FOR CREATION OF ADDITIONAL COMMISSIONS: CARL SCHMIDT, EUR/EE
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-- WHAT HAVE THE JOINT COMMERCIAL COMMISSIONS WITH POLAND (6 SESSIONS), ROMANIA (2 SESSIONS) AND THE USSR (5 SESSIONS) CONTRIBUTED TO THE ACHIEVEMENT OF KNOWN U.S. AS WELL AS COUNTRY OBJECTIVES? WHAT IS THE CONTINUING OUTLOOK?

-- ARE THERE INDIVIDUAL COMMISSIONS WHICH ARE IN DANGER OF RUNNING OUT OF AGENDA ITEMS (IN NUMBER AND/OR SIGNIFICANCE)

TO WARRANT CONTINUANCE OF ANNUAL MEETINGS AND, IF SO, WHAT ARE THE AVAILABLE ALTERNATIVE COURSES OF ACTION, E.G., MEETINGS EVERY OTHER YEAR? WHAT PROBLEMS WOULD ANY SUCH SUGGESTED CHANGE CREATE FOR U.S. RELATIONSHIPS WITH COMMUNIST COUNTRIES, PARTICULARLY IF SOUGHT FOR ONE COMMISSION BUT NOT FOR OTHERS?

-- WHAT JOINT COMMERCIAL COMMISSION RELATIONSHIPS DO COMMUNIST COUNTRIES HAVE WITH OTHER FREE WORLD COUNTRIES?

-- WILL OTHER COMMUNIST COUNTRIES SEEK TO ESTABLISH SUCH JOINT COMMERCIAL COMMISSIONS WITH THE U.S.? HOW STRONGLY WILL THEIR VIEWS LIKELY TO BE HELD? IS IT LIKELY THAT THERE WILL BE AS MUCH MERIT IN ESTABLISHING NEW COMMISSIONS AS EXISTED FOR INITIATING THE PRESENT THREE.

(2) PROGRESS OF AND OUTLOOK FOR EXISTING BILATERAL CHAMBER OF COMMERCE COUNCILS AND OUTLOOK FOR CREATION OF SAME WITH THE GERMAN DEMOCRATIC REPUBLIC: ALTON JENKENS, EE/OEWCA/BEWT

-- WHAT HAVE THESE COUNCILS CONTRIBUTED TO KNOWN OR ASSUMED U.S. AND COMMUNIST COUNTRY OBJECTIVES? ARE THERE MANY DIFFERENCES IN ACCOMPLISHMENTS BY INDIVIDUAL COUNCILS? WHAT IS THE OUTLOOK?

-- HOW APPROPRIATE AND EFFECTIVE ARE THE RELATIONSHIPS OF THESE COUNCILS TO THE RESPECTIVE U.S. EMBASSIES? TO WASHINGTON AGENCIES: CAN THE RELATIONSHIPS BE IMPROVED?

-- WHAT IS THE RELATIONSHIP OF THE COUNCILS TO EXISTING JOINT COMMERCIAL COMMISSIONS? PROBLEMS? IMPROVEMENTS?

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-- WHAT IS THE LIKELIHOOD OF A JOINT COUNCIL BEING ESTABLISHED WITH THE GDR?

(3) PROGRESS OF AND OUTLOOK FOR THE U.S.-U.S.S.R. TRADE AND ECONOMIC COUNCIL AND THE NATIONAL COUNCIL FOR U.S.-CHINA TRADE: HERTHA HEISS, USSR/OEWCA/BEWT

-- WHAT WAS THE ORIGIN OF THE USSR COUNCIL? HOW IS IT ORGANIZED AND HOW DOES IT FUNCTION?

-- WHAT IS THE ROLE OF ITS MOSCOW OFFICE? WHAT IS ITS RELATIONSHIP TO THE ACTIVITIES OF THE U.S. COMMERCIAL OFFICE IN MOSCOW? ARE THEIR ACTIVITIES COMPLEMENTARY OR DO THEY OVERLAP SUBSTANTIALLY? HOW EFFICIENT IS THE MOSCOW OFFICE?

-- HOW WELL HAS THE COUNCIL ACHIEVED ITS OBJECTIVES TO DATE? HOW DOES THE U.S. BUSINESS COMMUNITY VIEW THIS COUNCIL AND ITS REPRESENTATIVES? WHAT IS THE SOVIET VIEW? WHAT IS THE OUTLOOK?

-- HAS THE EXISTENCE OF THE COUNCIL HELPED TO FILL THE VACUUM CREATED BY A DELAY IN HOLDING OF THE SIXTH SESSION OF THE JOINT COMMERCIAL COMMISSION?

-- HOW GOOD ARE THE COUNCIL'S RELATIONSHIPS WITH WASHINGTON AGENCIES? DO THEY NEED IMPROVING? HOW?

-- WHAT WAS THE ORIGIN OF THE NATIONAL COUNCIL ON U.S.-CHINA TRADE? HOW IS IT ORGANIZED AND HOW DOES IT FUNCTION? WHAT PROGRAMS DOES IT HAVE? WHAT IS ITS PRC COUNTERPART? HOW WELL DO THEY COORDINATE?

-- HOW WELL HAS THE COUNCIL ACHIEVED ITS OBJECTIVES TO DATE? HOW DOES THE U.S. BUSINESS COMMUNITY VIEW THIS COUNCIL AND ITS REPRESENTATIVES? WHAT IS THE PRC VIEWS? WHAT IS THE OUTLOOK?

-- WHAT ARE ITS RELATIONSHIPS WITH WASHINGTON AGENCIES? DO THEY NEED IMPROVING? HOW?

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(4) OUTLOOK FOR FORMATION OF AMERICAN CHAMBERS OF COMMERCE IN NONMARKET ECONOMY COUNTRIES AND THEIR RELATIONSHIP TO OTHER ESTABLISHED COUNCILS: ROBERT MONTGOMERY, PRAGUE AND RICHARD SCISSORS, BUCHAREST

-- SOME PROMISING (BUCHAREST) AND LESS PROMISING (PRAGUE) EXPERIENCES TO DATE WITH CHAMBER TO CHAMBER RELATIONSHIPS (RELATES TO JENKENS' PRESENTATION).

-- IN WHICH COMMUNIST COUNTRY CAPITALS DO U.S. FIRM REPRESENTATIVES MEET PERIODICALLY, WITH OR WITHOUT U.S. EMBASSY PARTICIPATION, TO REVIEW THEIR PROBLEMS? HOW MANY REPRESENTATIVES ATTEND SUCH MEETINGS? HOW FREQUENTLY?

-- HAS THE POSSIBILITY OF ESTABLISHING AMERICAN CHAMBERS OF COMMERCE BEEN DISCUSSED WITH U.S. FIRMS? WITH WHAT REACTIONS?

-- WHAT ARE THE PROS AND CONS OF SEEKING TO HAVE THESE FIRMS ESTABLISH SUCH CHAMBERS?

-- IF THEIR ARGUMENTS SUPPORT ESTABLISHING THEM, WHAT

ACTION SHOULD THE U.S. TAKE? ROBINSON

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